EXHIBIT 6

INTERVIEW OF

JOHN REARDON, CEO, CRITICAL RF

Saturday, September 20, 2008

JOHN HRASTAR: Good morning, Washington. Welcome to Business Destiny, the show that provides insights to CEOs on how to take control of their own business destiny.

I'm John Hrastar, founder of InterSource, the only company that combines proven process for dynamic business growth with a CEO Advisor who has already been successful in building companies and who works directly with you to provide advice, support, and introduction.

Every week, we interview successful CEOs that tell us exactly how they did it, and we help you understand how to apply those same principles to the daily management of your company to maximize your business value and achieve your business destiny.

Well, good morning. Thanks for tuning in again. It's another nice Saturday, last day of summer this year, and we are going to be having one interview with an interesting technology company, and we'll get to that.

I want to remind you also to check out our website, intersource.net, for more details on what we do. We'll remind you again, and you can click to the

podcast. We're a little bit behind on recordings, but I think we've got the bugs worked out on the technology here with the transfer, change of management station and so forth, and we should be caught up there pretty soon.

Also, go check out Ameriprise. Todd Feldman, one of our sponsors, they help us a lot, and especially with the state of the market these days. I think we had the longest journey over five days to move the least in the stock market, and Todd can answer all your questions about that and help you plan for the future. It's Todd Feldman at Ameriprise, and you can click over to him from our website, podcast.intersource.net.

Okay. So let's talk to our guest today, who is John Reardon, CEO of Critical RF. Morning, John. How you doing?

JOHN REARDON: Good morning, John. I'm doing great. How are you today?

JOHN HRASTAR: Good. Glad to have you. And I know you've got an interesting company, so start right now by just telling us about Critical RF. What is it, what do you do, what's your product?

JOHN REARDON: Sure. Critical RF is primarily a software company. We unify communications across different platforms. For example, there are 20 million two-way radios in the U.S., and if you're a Redskins fan, you've seen them at the stadium, for example. The security people carry two-way radios -- police, fire, et cetera.

Those radios traditionally have been limited in the amount of communication they can have to the area of the spectrum or the radio frequency that propagates around a tower. So, for example, if I'm a police officer in one county, traditionally, I couldn't leave that county and have my two-way radio work in the other county.

Our software allows the audio on those two-way radios to become IP data, and therefore, once it's IP data, you can pass it anywhere in the world to any other device that can get IP data, just like you can send an email anywhere in the world. Essentially, we take your voice and create it into IP data package and send it.

So the result of that, John, in a nutshell is

we allow what's called interoperability among all types of two-way radios and other devices, like your BlackBerry, your Treo, your computer. And the effect of that, for example, is if we had this technology on 9/11 or Hurricane Katrina, the police and the fire departments could have talked to one another using our software.

Similarly today, you see a lot of police officers carry two-way radios, but also a BlackBerry. Those two devices can't talk to one another. Most police chiefs have a BlackBerry, but they can't talk to their police force with the two-way radios.

Our software unifies all those platforms, and we think increasingly, people will go away from two-way radios, which are large and kind of clunky and hard to carry around, and go to mobile platforms, like BlackBerrys, Treos, what we call PDAs or personal digital assistants. So that's what we do.

JOHN HRASTAR: So just to be clear, now, I've heard -- talked to some companies that are trying to work on the technology on the hardware side, to make radios compatible or things like that. Now, you're not

talking about changing anything in anybody's hands, correct?

JOHN REARDON: That's right. And that's the beauty of this solution, that it allows you to keep your existing working two-way radio or your PDA, and it uses software to connect all these devices together. So it's easier to implement than buying a lot of new hardware and training people. It's also less expensive than buying a lot of hardware.

For example, in my home state of Virginia, the state police have agreed to buy a Motorola two-way radio system for $140 million. Well, that will only allow the state police to talk to one another. It won't allow all the different counties and cities in those radio systems to talk to that state system. They'll still have to go out and spend tens of millions of dollars to be interoperable, if they ever have that in their budget.

By contrast, by loading software onto their two-way radio systems, today, they could talk to that network, and in fact, they wouldn't have to have those hardware expenditures.

JOHN HRASTAR: Okay. And what about -- okay, so now you're talking about people being able to communicate across, you know, long distances and things like that. Two-way radios work in a defined geographical area, and they sort of broadcast everything to everybody.

Now, you can't be doing that if you're going to tie everyone in the country together. There's got to be some way to address these calls to groups or to individuals. That's not how two-way radios usually work, is it?

JOHN REARDON: That's correct. That's correct. In fact, our product, which is called iWalkie, Internet walkie-talkie, allows you to make a call one-to-one, in the private scenario, or one-to-many. The way it works is if you've ever been on the Internet and gone into a chat room, for example, you can create chat rooms on the fly.

It's no different with our software. So you and I, John, could create a chat room, and we could call it "Saturday Morning," and we could talk on Saturday Morning, just the two of us, but I could also

have all of our workforce in a different chat room. Or I could call one of those workers with the iWalkie. I push the button on my PDA, I make a radio call, and I say, "Hey, Frank, you know, let's set up a new chat room, and let's you and I and the police chief from Arlington County get into that chat room together."

So you can create things. You have the benefit of two-way radio, which is one-to-many, all at the same time, everybody can hear, but also, the benefit of private call as well.

JOHN HRASTAR: So how does this compare to the push-to-talk, the Sprint, the Verizon, the cellular phone service with that kind of feature?

JOHN REARDON: Yeah, that's a really good question. Push-to-talk, as many folks know, is a very popular feature with Nextel and the iDen system, and then Sprint bought Nextel, and Sprint now has its own push-to-talk. Verizon Wireless, you've probably seen a lot of ads where they have push-to-talk now.

Those are all isolated networks that are run by carriers in their proprietary network. So if I have an iDen phone, for example, a Nextel or a Sprint phone,

I can't talk to the Verizon push-to-talk.

Our software unifies all those platforms and allows them to talk to one another. So if you have a Verizon Wireless push-to-talk, I have a Sprint Nextel push-to-talk, today, we can't talk to one another, but if we load iWalkie on our devices, then we can talk to one another.

JOHN HRASTAR: Well, that's an interesting question. So the software gets loaded on each device, or is there some central place that it has to go?

JOHN REARDON: Well, the software would reside on each device. You can go to our site and download it and load it on your device. It's a very thin client. In other words, it's a very thin file. It doesn't take up a lot of your resources on your PDA, doesn't eat up your battery time, et cetera.

But you would go and you would load the software on your PDA, and then if someone else had that software on their PDA, then they can talk to one another. Now, the software allows your PDA to be pointed at what's called a server. In other words, you make a data call over the data network of the carrier,

kind of like how you send an email and it goes to a server, and that data call goes through the server, and then it locates who you're trying to find.

So it's your voice, but it's your voice going out over the data network, not over the cellular network. And that's an important difference, because a lot of folks may know that the cellular networks, they are limited in their application, and maybe you get sent a bill every month that has minutes, and you have to pay per-minute for your voice usage, but you don't pay per-minute for your data usage.

The iWalkie calls are data calls, so you don't get the same kind of per-minute call. It's distant, independent. Those sorts of benefits apply.

JOHN HRASTAR: Aren't you paying per byte or per kilobyte or per megabyte? I mean, isn't there per-data plans?

JOHN REARDON: No -- well, I pay a flat rate for my data plan, and so I can make all the iWalkie calls I want. In fact, students at universities use this today. We're in Ole Miss, FIU, U Cal San Francisco. They love this aspect of it, because they

can get on the WiFi at the campus and they can talk to all their friends using the iWalkie, and all they have is a data plan, and it's a flat all-you-can-eat, or they're on the campus WiFi, which is free. So it's a lot of fun for them.

JOHN HRASTAR: Hmm. Well, that's pretty interesting. I've got an all-you-can-eat voice plan, too, so I'm not sure what the difference is.

JOHN REARDON: Well, increasingly, I think we're going to see the carriers converge the data and the voice plan into one all-you-can-eat, because it really is getting to that point where voice and data are the same, and we unify those concepts further.

JOHN HRASTAR: Uh-huh. I know, we're heading in that direction, and have been for a while, and it'll just take a few billion dollars more to get there. And, John, you were starting to tell us the basics of how this thing works and what it does. I have a couple other questions for you. You're talking about things, voice messages over data network IP traffic.

VoIP phones are similar kind of application. I mean, obviously, not at the end use, but sort of

inside the network, and there's sometimes a latency problem. You know, you talk and they can't hear you, or there's this echo. Is that a problem with your system, and if not, why not?

JOHN REARDON: It's not a problem with our system, and that's a great question. And the reason it's not is because we are what's called a half-duplex call. In other words, it's truly a walkie-talkie type call. When I talk, I can't hear you talking back. In other words, it's one at a time. And that's what's called half-duplex.

Full-duplex is your regular phone. When I talk, if you're also talking back at the same time, I can hear you in my ear. And because it's half-duplex, we send the packets. The way it's packetized, they don't bump into each other, and so there's no latency. Well, there's about 10 milliseconds of latency, but there's no perceptible latency, and that's because it's a two-way radio type technology at heart.

It's what's called radio over IP as opposed to VoIP, which is voice over IP. So one of the benefits of radio over IP, as we discussed before the

break, is I can make one-to-many calls or one-to-one calls, but I can also do that without latency problems.

And as a result of that, I can work on things like WiFi, satellite, dial-up connections, any kind of connection that is available to me with the Critical RF platform is very survivable; any way I can get the data across, whether it's satellite, and everything else is gone in a disaster, like Katrina. So this is why it's very survivable, and public safety people like it a lot.

One of our biggest clients is the State of New Hampshire. We just rolled out in ten counties in Texas, et cetera, et cetera. So this plays a nice role in transforming critical communications for public safety forward into this age where we have a lot of coverage from things like satellite, WiFi, data networks that cellular providers operate, et cetera.

JOHN HRASTAR: So if there's nothing there, you could roll up a truck, get a satellite uplink, broadcast WiFi or WiMAX, and now you guys are in business?

JOHN REARDON: Yes. In fact, we do that.

We've deployed in Florida, Louisiana in the latest hurricane season, and we even work on the DIRECTV WildBlue Internet dish. We work on anything that will get you 9.6 kilobits per second, which is basically dial-up.

And that's because we have, as I said earlier, what's called a thin client. We don't take a lot of resources. Voice is pretty easy to pass. It doesn't have a lot of data in it, so these little bits and bytes are small packets. We're not sending video, for example.

But we're taking the benefit of -- the fact that we have these networks, the Internet is very survivable. If one link goes down, you can find another way to get to the Internet. And a lot of public safety people, I should point out, they don't go over the public Internet, like the State of New Hampshire has its own private -- what's called a WAN or a LAN, a private Internet system set up.

And so in a lot of instances, that state will set it up and will control who gets in and out. I just can't go to the State of New Hampshire tomorrow as John

Q. Public and get into their system with my Treo or my BlackBerry. They authorize me -- every BlackBerry or every PDA has its own IP address, so they would have to authorize me to get in there, give me a password, and then allow me to talk to them.

So it's got the security that two-way radios traditionally have at the public safety level. It's encrypted, those sorts of things. But it also is very configurable on the fly. So I could be the head of FEMA and I could show up at a disaster in Louisiana, and they could authorize my PDA, and I could be talking over my PDA to their two-way radios on the scene at that time.

And then when I need to leave and go back to Washington, D.C., they could de-authorize me, or take me out of their server so that I don't get access.

JOHN HRASTAR: Okay. That was something I was going to ask about, you know, the data network and security and things like that. So let's talk about the business model itself. Okay? So you're a software company. You're not a hardware company, you're not a communications company, you're not a network. How do

you charge for this, what's the business model, and how do you get customers and take care of them?

JOHN REARDON: Right. We have a few products. We do have a little hardware gateway that's about the size of a hockey puck. It's called the SiteCAST, and it looks really like a hockey puck, if the listeners can picture a black box about that size, and it allows you to take your two-way radio system and to plug that two-way radio system into the Internet, essentially.

This black box takes that traffic and passes it to IP data, but it works with our software. The box alone doesn't do the magic. It's really in the software. So we sell that box, along with the software, and then we'll sell plans. We'll host the service for people that want it hosted by us, or we'll sell the server software, if agencies or companies want to host it themselves.

For example, Apple Computer's a customer. They have a large campus in Cupertino, California. They have the server software running on their campus. They have 61 buildings, all sorts of different devices,

as you can imagine. They have two-way radios. They have trucks coming in with their own two-way radios, PDAs. It's a large facility, large campus.

JOHN HRASTAR: This can work with the iPhone?

JOHN REARDON: It does. It does, yes.

JOHN HRASTAR: Okay. I didn't mean to interrupt. Go ahead.

JOHN REARDON: Oh, no. No problem. iWalkie -- in fact, the name was basically named iWalkie, like Internet walkie-talkie, with the iPhone in mind, so we trademarked iWalkie.

JOHN HRASTAR: Okay. So in that case, they buy your server software, they buy your hockey puck thingy, and then they load your client side software on their devices, and they're doing their own thing. Maybe a smaller company would sign up with you guys and load the software on their devices and then run it through your system? Is that how the hosted works?

JOHN REARDON: That's exactly right. And we charge about $25 a month per endpoint, so it's very reasonable. But that's exactly right. And then if you have a PDA and you don't have any two-way radios

involved in your business or your life, you would just want to download the iWalkie software and pay us through Visa, PayPal, et cetera. And so that's how we sell it.

Our goal is -- our business model -- our goal is for the large carriers -- we work with Qualcomm. They're a reseller. We're working with Verizon Wireless. As I mentioned, we're on -- Apple's a customer. Our goal in the next year is to license this technology to these carriers and these manufacturers so that they will preload it on devices so that when you buy your PDA for Christmas or whatever, it's preloaded with iWalkie already available to you, and then you just pay the carrier as part of your plan, maybe an extra couple bucks a month, for use of that iWalkie, but that we have licensed that to the Sprints and the AT&Ts and the Verizon Wireless here in the States.

So we licensed that technology, and they use it. We don't have a big sales force. We don't intend to hire a lot of people or have storefront. That, for us, just doesn't make sense. It's smarter, we think, to license the software out there and let other good

companies who have great sales forces, like Verizon Wireless and Sprint Nextel and Qualcomm, sell that product for us.

JOHN HRASTAR: So if I'm Verizon or Sprint or one of those folks, if I'm going to do that, now, someone is going to say, "Hey, I can get this application and run it over the data network at a smaller price than I'm paying for my voice," if I'm Verizon, what's my motivation to do that?

JOHN REARDON: Well, because it all is converging anyways. If they don't do it, AT&T will or Sprint will. Data and voice are all converging into one, and so you're seeing a lot of these all-you-can-eat voice and data plans anyways. It's going this way, just like a lot of your long-distance calls now are actually sent over voice over IP connections.

Most people may not realize that, most listeners, but when you make a long-distance call, you call your mom in San Francisco, the carrier's taking your voice to the nearest tower, it's putting it over an IP network, and it's sending it to San Francisco via the Internet or a similar transport. So it's

actually -- this is all happening anyways. It's happened in the landline telephone world. It's all happening in the cellular world as well as we speak.

JOHN HRASTAR: And then your deal with Verizon, do you get paid per client installation? Do you get paid by a server license? How do you guys get paid?

JOHN REARDON: Yeah, exactly. We get paid per installation. Currently, we're working with Qualcomm as our reseller. They have the relationship with Verizon Wireless, and that's how they work it. So basically, we get paid for every time it's loaded on the device.

JOHN HRASTAR: Whether or not it's being used?

JOHN REARDON: Well, whether or not it's being used, right, because we can't control the end user and how that works. Our goal, though -- right now, how people get it is they download it, but our goal is to have it preloaded in every device that's out there.

JOHN HRASTAR: For -- again, I'm Verizon.

I've got servers all over the place. Is this an additional load, or if I'm carrying traffic anyway, it's just going to be a different kind of traffic? If I'm Verizon, do I have to do a lot to my network, you know, once I've put this out on all the devices for my customers?

JOHN REARDON: Actually, we think it takes a lot of traffic off the network, in terms of it doesn't use the cellular side of their network, which is already pretty congested. Because it uses the data side of the network, it's very efficient.

So we think that it actually helps them free up capacity on their network overall, because when you make an iWalkie call, it takes a lot less space, if you will, on the network than if you make a regular voice call. So we think it's a benefit for them overall in terms of capacity.

JOHN HRASTAR: Okay. Now, you -- clearly, there's implications for the security, first responders, government agencies, things of that nature. You start putting this on the consumer network, and I just have to wonder, is this going to turn into audio

Twitter? You know, just have a list of people, and you throw things out there, and it's just voice instead of text?

JOHN REARDON: We kind of hope so, yeah. You know, with the teenage markets and the tweens, all these texting kids that -- you know, we would love to get into that market, and, of course, we're on college campuses already in a major way. And, yeah, we think that this really is a social networking, you know, capability, because you can push the button on your PDA or press the spacebar on your home computer.

And if anybody's used Skype, they know how that works. You can basically use your computer to talk to other people, but you're going through a PSTN and terminating -- sorry, you're going through a public switch telephone network, which is PSTN, and terminating that on somebody's phone if you have to call a phone. This is true peer-to-peer radio over IP.

JOHN HRASTAR: Uh-huh. Interesting. So are colleges adding this to their systems and then it's just a benefit for the students?

JOHN REARDON: That's right. For example,

post Virginia Tech, there was a large increase in awareness that there needs to be unification of communications on campus. Our company, Critical RF, was contacted by several colleges; Ole Miss, University of Mississippi, being a good example.

They had six different radio systems on this campus. Approximately 60,000 students, multiple buildings, but six different internal radio -- everybody from the campus police, building and ground, IT department, et cetera. And then they had, in the town of Oxford, Mississippi, it had its own police and fire. And then they had -- the County of Lafayette had its own police and fire.

So we went in and we deployed our solution so that now, today, the County of Lafayette, the Town of Oxford, and the university, all those radios can talk to one another when they need to through our software. And eventually, what we think they should do is authorize every student with a PDA to be able to get voice information so that alerts -- you know, there's a shooter or whatever, there's a fire in the building -- could be sent via voice.

JOHN HRASTAR: I would think, if I'm the university, I would -- I have the system for my own use -- I would give it free or require it, because that's a way to, one to many, broadcast those kinds of things, and I think I heard someplace that they're now using text messaging. You know, how many ways can we get to people? Because a lot of folks at Virginia Tech didn't know what was going on because, well, they weren't at their computer, didn't get an email. You know, there was no sort of broadcast methodology out there.

JOHN REARDON: That's exactly right. And so what we'd like to do is have every professor, for example, be issued by the university a PDA -- a BlackBerry, et cetera, any type of PDA -- and to have that be a voice alert to that professor, giving them that information so that there's no way that, you know, they say, "Oh, you know, I didn't check my email," which happens.

You know, people don't always check their email. But if the voice comes out across that PDA, it's instant, and it's one to many; again, one of the

benefits of two-way radio, it's a one-to-many communication.

JOHN HRASTAR: So, John, talk to us about how this got started. What was the origin, who invented it, how'd you get into this business? Take us back a few years.

JOHN REARDON: Sure, I'm happy to, John. Let's see. The company was funded by Steve Calabrese in Fort Lauderdale, Florida after Hurricane Wilma went through and wiped out the police/fire communications. And Steve was very interested in two-way radios and came up with this idea to take this traffic and basically take your voice and make it IP data.

I found the company -- or I discovered Steve and put Steve together with some financial backers that I was working with because I was involved in the two-way radio industry. In the Year 2001, I was the president of a company called Mobex Communications. We had two-way radio systems all over the country.

We had over 600 employees and over 60,000 subscribers of two-way radio service, and we sold our licenses -- let's see. I ran that company in 2001. We

sold to Nextel for over $100 million, and the shareholders got out, and we basically went and bought some more spectrum. And so I was involved in the two-way radio industry and was going around to visit some two-way radio shops I knew in South Florida.

And this was around 2005, in the summertime. And I was in the process of selling some licenses and was looking around at what I might do next when I sold this company I was running at that time. And one of the owners of the business said, "You've got to come down here and see this kid who's putting these things together in his parents' garage. It's pretty neat."

So I went into this two-way radio shop in this industrial park, if you can picture this, you know, and there's this big box with wires coming out everywhere, and this young kid who was talking really fast, too much caffeine, and he said, you know, all these things about bits and bytes that I didn't understand.

And I said, "Well, what does it do?" And he took a two-way radio, John, and he pressed the push-to-talk button on the two-way radio, and he said, "It

talks to Australia." And on the other end was a guy in Australia, talking back to us.

And I said, "I know I've never seen that before. I know two-way radios can't do that." And that's when I was hooked. And so I brought some of our investors from Alexandria down to look at it, and I said, "Use your imagination. Picture that there aren't wires coming out like spaghetti. And, you know, here's this technology."

And so that's how I got into Critical RF, and now I run the company. I sold the other licenses off, and I run this company. And I'm very fortunate to have some good investors. We are privately held, and we are, of course, growing the technology, really, as I mentioned earlier, through the licensing process, to larger companies.

But I'm proud to say that Steve Calabrese, the founder and inventor, is also with the company, and he's the chief technology officer now, and so he's free to continue to invent neat new things, and that's what he does.

JOHN HRASTAR: So did he sell out, or did he

just bring on you as an outside management team? How did that transaction work?

JOHN REARDON: No, we bought his company. He retained a portion of the equity. We moved him to our offices in southern Indiana, where we hire other software people. That's a great place to get smart people from schools like Purdue, but you don't have to pay Washington, D.C. or Silicon Valley type pay for these software developers.

And so we have an office in southern Indiana where we basically -- it's kind of like a think tank, if you will. We have software writers, and we outsource some of that. But that's his role with the company now. And he's very good with sales, too. He understands technology, but also the two-way radio industry.

JOHN HRASTAR: So he did something that actually lots of technology CEOs probably would like to do, but don't know how. It's typical. I'm sure you've seen this more than this instance, as well. Somebody invents something, it turns into a business, and now they're running it because they started it, when in

reality, they'd like to be a technology person, be the genius, invent things, talk to customers, look at the market opportunities, and have somebody else run the company.

And so it sounds like he made that transition. Whose ideas was that? Was that his, was that yours? How did that come about?

JOHN REARDON: Well, we talked over the course of several months after I met him and saw the technology, and we talked about where would he like to go with the technology, and then I told him, "Hey, you know, I'm in the process of selling a business I'm running, and I really believe in what you're doing, and I would like to put some money behind this and make it a professional product, get the IP protection that's needed" -- you know, intellectual property protection -- "get the patents filed, all that, and really make it a real company, if you will, rather than just a guy selling these out of the trunk of his car."

He was very interested in that because he saw that, as a young entrepreneur, he'd kind of hit the plateau. He had worked southern Florida and all the

radio shops and all the police departments, and he was at that plateau where he needed some investment, he needed some professional management help, which, hopefully, I'm professional management. I don't know. Some days, I'm more professional than others.

But so he needed -- he realized, I think, that he needed some help, and I realized it was a great technology and a neat place for me to go next. So basically, John, I went from a company that had a lot of revenue and 600 employees and I was running that to a few employees and little revenue at the beginning and kind of a startup software business, but I really believed in what we were doing.

So for people listening out there that are thinking about, you know, what's the next step in my career, part of it is how risk averse are you? I mean, you know, when you're with a small startup company and you're putting your own money into it and you're really, you know, betting a lot on that, you have to be willing to essentially take that risk that the whole thing could fail, but if it succeeds, then your rewards will be great, of course.

But, you know, there's not a whole lot of stability, especially at the beginning when, you know, Steve and myself and the other employees were doing everything. I mean, you know, so it's the fun of it, but it takes a certain personality, and it takes a really good wife, too.

JOHN HRASTAR: Yes. Behind every good man, there's an astonished woman, right? You -- well, clearly, this is, you know, not your first endeavor, so you've had some entrepreneurial experience. You know, you sound like the typical serial entrepreneur.

It also sounds like with some previous success, you had some resources and some breathing room that, you know, maybe someone who just is doing this for the first time doesn't have.

JOHN REARDON: Yeah, that's right. I went to law school. I am an attorney. I have that letter "A" branded on me, the scarlet letter "A", attorney. I went to Columbia Law School, and I came out, and I worked for a law firm for two years. Had a great experience there, but in my spare time, after I did the law firm work during the day, the firm allowed me to

recruit my own client base in the after hours and on the weekends. So I would put together mailings and do research and contact people.

The firm was Keller and Heckman in D.C., great communications firm, really nice people. But as a result of that, I had a client base, and one of the clients was Mobex Communications, which, in 1997, hired me to be the general counsel, and then I left and I became general counsel, and then I was promoted to president in 2000, and then we sold to Nextel in 2001.

So that's kind of how I got, you know, from a law firm to running a business, and I've been very fortunate to be surrounded by some good people, and also, believe a lot in that -- there's a saying -- I think it was Thomas Jefferson who said it, but I may be wrong. Listeners may know. But it's something along the lines of, "I find that the harder I work, the more luck I seem to have."

And there's a lot of truth in that. You really have to be -- you have to be able to work hard, but you also have to, I think, be able to also keep it in balance. You know, I've got some wonderful kids,

very supportive, wonderful wife who's my best friend, and, you know, that helps a lot.

JOHN HRASTAR: Yeah. You've got to have that stability, that foundation. You know, if that's not working, it's hard to concentrate on anything else. So let's talk about your business operations. You're selling this all over the country, or all over the world. How do you do that? Are you on a plane five days a week? Do you have a sales force? Is it -- how do you get to that?

JOHN REARDON: I'm not on a plane five days a week. I do travel a fair amount. I'll be in Florida next week and California the week after that. But not all the time do I need to travel and be there in person. Really, this is an indirect distribution model where we have good partners, and they license it from us and then sell it.

So we have -- there is something in this industry called an integrator. They take technology which is best of breed and put it together into product. We have a few integrators, probably names that listeners may not know, like UAI, et cetera.

But these integrators take our technology and other technologies like GPS and they integrate it into one solution, and then they'll go and sell it to like the National Guard or the Army.

Now, our goal is to, once we get the domestic market really nailed in the next 6 months to 12 months, our goal then is to take this global pretty quickly, because time to market is important for us, and this is a solution that works everywhere around the world, and the Internet's everywhere around the world.

We think our biggest opportunities, in fact, are outside the United States. So my goal a year from now is to be on planes to places like Tokyo, et cetera, you know, working with companies like NTT DOCOMO to get this out there into those carriers and to find those partners and to license it to them. And that's really going to be exciting and fun.

JOHN HRASTAR: So it sounds like you're focused mostly on government, public service agencies, folks like that. Is that accurate?

JOHN REARDON: Well, yes and no. I mean, we do have some large public safety entities, as I

mentioned, like State of New Hampshire and those ten counties in Texas, et cetera, and that's really the two-way radio-focused side of things that Qualcomm is working so hard on with the government solutions side of their business with our product.

But we also then have that consumer side, which would be iWalkie, with just people who don't ever have a two-way radio in their life, but want the benefit of this iWalkie push-to-talk functionality. So a lot of the -- and this applies overseas, too. We have a public safety component, selling to government users, agencies, and a consumer component.

I think it's really exciting because there are so many PDAs, so many personal digital assistants. You know, cellular phones are kind of being replaced with these smartphones, these PDAS, and as that continues to evolve -- the PDA is really a computer in your hand that you do all of your voice, your data.

That will continue to be what people use more and more around the world, and having a product that can be loaded on that when they buy it, and then they can use it, it can add functionality to that, that's

really, I think, a very large opportunity.

JOHN HRASTAR: Uh-huh. What about the corporate market? I mean, I can't imagine Exxon Mobil wouldn't be a good customer for you.

JOHN REARDON: Right. In fact, Chevron Texaco is a customer. They like it a lot. And, you know, one of the neat things is they can take a two-way radio and they can go up and do oil exploration in Alaska, for example, and they can fly in on a helicopter and show up there with a satellite connection, an Iridium phone, and they can have our little black hockey puck box, and all those two-way radios that are there in the middle of the Tundra next to the polar bears or whatever, they can now talk back to Bakersfield, California, and they can say, "Here's what we see up here," but they've got their two-way radios with them.

So they couldn't do that over the past -- you know, they can do it through a satellite link and our technology. So you're right. There's a commercial market, as well.

JOHN HRASTAR: And that market's big, the

government market is big, the consumer market is big. You have to focus. What's your plan going forward to attack these in however order you're going to do them?

JOHN REARDON: Well, that's right, yeah. You have to focus. And it's like that Chinese -- you know, the old joke, the Chinese curse, may you be blessed with opportunity. It can be a curse at times, because we do have so many opportunities.

But what we've tried to do is hire consultants in the different verticals. For example, the hospital industry is a big -- we have several hospitals that use our solution. So we've tried to find an expert in the hospital world and hire them as a consultant to help us get in there and introduce us to the right people through whom we can sell it.

And it's the same with the university world, you know, energy, things like that. So that's really the way that we think we can do it, and then again, find good partners who are a lot bigger than we are, like Qualcomm, Apple, that sort of thing.

JOHN HRASTAR: So you're getting a few relationships that then branch out into lots of

customers?

JOHN REARDON: That's the only way I can see doing it. To have a direct sales force and go that route would be long to get those -- it would be a long process to get those relationships.

JOHN HRASTAR: You got this company when it was still, you know, sort of the spaghetti wires mode and, you know, fixed up the product, got it out into the market, and now you're getting some brand-name customers, so you're on a pretty good growth curve. What's the next major hurdle that you're going to reach? Is it going to be a people issue, a capital issue? What's that sort of next big step you're going to have to climb?

JOHN REARDON: Well, I think the next opportunity, if you will -- you know, every challenge is an opportunity, right? How's that for spinning it? The next opportunity is this international growth. How do we do that in a smart way, how do we find the right partners?

Fortunately, our chairman, our main investor, Don DePriest, has a lot of international contacts. He

ran, as the chairman, a cellular company in the former Soviet Republics, which he just sold to a Swedish company, TeliaSonera, for about $340 million. That's a public deal. So he's got a lot of contacts with carriers overseas, like Tata Group in India, NTT DOCOMO.

So when we brought Don into this company, it was not just bringing money, it was bringing what I thought to be smart money, somebody with the right relationships to get us to the next level. So I think that that challenge of growing overseas will be a real opportunity that we need to pursue in a very smart manner.

And the biggest concern I have, John, is protecting our IP in places like China, IP meaning intellectual property, in places like China, where, notoriously, for companies like Microsoft, et cetera, it's very difficult to prevent piracy.

JOHN HRASTAR: Uh-huh. So, I mean, you talked about getting on a plane yourself and going to these places. Obviously, you know, you become a bottleneck if you're going to be doing that. What does

your management team look like now, and what will it have to look like to support this international growth?

JOHN REARDON: Right now, our management team is small. We have myself, we have a COO, and we have the CTO at the top of the company. And then we have, of course, the chairman I mentioned, who also is, you know, the kind of person that would get on a plane and help make these relationships.

But you're right. I mean, initially, we'd like to be traveling a lot to some key markets and setting up the right partners, but then after that, we have people who can manage those countries and manage those regions. And we've talked with one or two people sort of on the side already about, "Hey, you know, when we go to Asia, would you be interested in helping us get there, and would you be interested in building that?"

And, of course, I'd have no problem working the South of France region myself, so --

JOHN HRASTAR: Everyone has their specialty. These people you're talking to, they're the integrator types, same as you're talking to here, or are they

different kinds of operations?

JOHN REARDON: They are primarily people who have run companies before and are high-energy, very intelligent, and very ethical people. And those are the sorts of people that I think we need to represent us and then find the right relationships overseas.

JOHN HRASTAR: So they would be licensees, contractors, partners, employees?

JOHN REARDON: I think they would have to be employees, and they would be given stock, and they would be made a part of the overall effort, and really an important part of what we're doing. And probably, what we would do is we would set up subsidiaries, which is what we did with Mobex Communications.

I mean, we had 11 different subsidiaries. It became kind of crazy. Every time we'd go into a new state, we'd create Mobex Texas, Mobex Idaho, Mobex Ohio. But, you know, that's what we do.

JOHN HRASTAR: Is this you, the lawyer, building up things to do?

JOHN REARDON: I wish I was that smart. You know, when I was getting paid by the hour, they

wouldn't tell me all the problems they had, and then I got hired on salary, and then they really opened up the kimono and showed me everything I had to do, so --

JOHN HRASTAR: Yeah, "Here's your workload for the next three years."

JOHN REARDON: That's right.

JOHN HRASTAR: Okay. So, you know, you'll eventually conquer the world. Then what? I mean, what's your exit strategy? Have you thought about a milestone, the time? Is there -- you know, what's going to happen at the -- something's going to transition.

JOHN REARDON: You know, good things happen as long as you have a lot of recurring revenue. You can make choices, and that's a nice place to be in. And software and licensing allows that model to occur.

It's kind of back when I was in the two-way radio business and we had the 60,000 subscribers, they would pay a monthly bill, and that was recurring revenue, which is really nice, because usually, somebody that wants to come and buy your company, like Nextel bought Mobex, would value that recurring revenue

on a multiple of that recurring revenue, whereas if you're a traditional manufacturer, for example, they may just pay two or three times your revenue. In the recurring revenue business, they'll usually pay 7, 10, 12 times; that kind of multiple.

So our goal is to grow as much recurring revenue as we can through licensing and through server hosting and software maintenance charges. And then really, if somebody comes along and is interested in acquiring the company, at that point in time, I guess we'd have to look at the options.

You know, we were laughing the other day because it used to be ten years ago that going public was a goal, becoming a public company, and today, that's probably the last thing that a lot of small and growing companies want to do with all the Sarbanes-Oxley and all the -- you know, everything that's happening on Wall Street.

So definitely, my speech has changed. It used to be go public is our goal, and now it's stay private.

JOHN HRASTAR: Stay private and get acquired.

Is there a certain size at which you'd be attractive to the right kind of company, and would that company be more of a software type of company or a communications type of company? I mean, I know you're a software company, but you're kind of in the communications space. How is the market going to see you?

JOHN REARDON: You know, that's a really good question. For example, I could see on the public safety side, a company like Motorola that sells a lot of two-way radios to police, for example.

I could see a company like that, if we were successful in taking away some business from them, where, for example, police departments may not want to buy $5,000 Motorola radios. Instead, they'd, you know, load our software on their existing system and get the same benefit or replace a radio with a PDA.

I could see that becoming of interest to a company like Motorola if we started to get big enough for that to happen. But, you know, that's just one avenue. And then you have a lot of carriers and a lot of other companies, like Google and eBay. I mean, eBay bought Skype for, what, $3 billion, some crazy number

like that.

But, you know, who knows what's going to happen, and who knows who the next company is that's out there with a wireless product, like a Clearwire? They have -- they're building what's called WiMAX with Sprint, and WiMAX essentially is WiFi on steroids. It's WiFi, but everywhere, and really robust. And a company like that would be a perfect pipeline to provide iWalkie over.

Now, do they get then in -- do they go vertical and get into the market of software and products on that pipeline? I don't know.

JOHN HRASTAR: What's the competition? And you mentioned IP a couple of times -- the intellectual property, not the Internet protocol. What's to prevent somebody from a Verizon or some other guy in a garage saying, "Oh, yeah, radio over IP? Sure, I can do that," and then coming out with a different product?

JOHN REARDON: Well, hopefully, our patents are airtight enough that somebody couldn't do exactly what we're doing. You know, the thin client that I mentioned, the fact that we work on any connection,

some of the other things that we have which are proprietary; for example, we can hit -- kind of like a gunshot, hit every port that's available that's open on your data network on your PDA so that carriers can't block our iWalkie. That's a patented invention.

You know, so some neat things that we do. So, you know, there could be imitators out there and there could be other folks who come up with a different mousetrap, but we think we have the best mousetrap, and so rather than go to all the trouble of trying to invent a better mousetrap than ours, why not work with us? We're pretty nice guys.

JOHN HRASTAR: Are there other competitors that are doing what you're doing, radio over IP?

JOHN REARDON: There are. There are some other folks who do radio over IP. Primarily, what they require is what's called a static IP address, which is a big disadvantage, because you have to know where you're going to be to use their systems, and in an emergency, for example, you don't know where you're going to be.

So you -- our system, you don't need to

advance provision the IP address. I can show up here in the office, and I showed you how I can get on the iWalkie and talk to you right here, you know, just using the data plan here.

So I don't know where my emergency's going to be or where I need to communicate and where I will be, and so we allow you to be anywhere in the world and communicate. Those other companies require a static IP address. They have to know in advance exactly where you'll be, set up that connection.

JOHN HRASTAR: Okay. And so it sounds like you've got some advantages, and then, you know, sure, they would tell me they have some advantages, but you're here and you've got the airtime.

JOHN REARDON: Well, and also, they don't work on PDAs. I mean, they don't work on BlackBerrys and Treos and those, you know, mobile devices that everybody carries.

JOHN HRASTAR: Okay. So at some point, do you plan on taking your company out to sell it, or are you just going to wait until the phone rings and some voice says, "We want to buy you"?

JOHN REARDON: Yes and yes. I don't know. Never say never, right? But if you have a good product and you're providing good service to customers, then those are nice problems and nice choices to have. So I don't know what the future holds, John, but it sounds like it's going to be a lot of fun either way.

JOHN HRASTAR: Uh-huh. You're capitalized fine right now. Is that ever going to be an issue? I mean, are you going to get to a point where, "Oh, my gosh, we need $100 million to go do whatever's next"?

JOHN REARDON: I can't see that happening. We are fully funded, privately held. We're not out looking for money. But I can't see a real need for a lot of money like that to do anything. As long as we found the right partners in different countries to grow what we already have -- you know, the software's already invented, the applications already work.

You know, this isn't pie-in-the-sky stuff that we have to develop. They're things that we have now. So if listeners go to our website, they'll see our products -- criticalrf.com. And Critical RF is, you know, a company with real customers, and this is

real -- you know, it's happening today, so --

JOHN HRASTAR: Uh-huh. Yeah, you've mentioned some names that people certainly recognize. So criticalrf.com. And if say someone's a, whatever, a government official or owns a company or maybe even just wants to put their family on this, is there any way that they can look at the system or check it out?

JOHN REARDON: Oh, sure, yeah. We'd be happy to send a download for them. If they go to criticalrf.com, they'll see a spot there under "Contact Us" where they can send us an email and say, "Hey, I'd like to try the software out and get a free download," and, you know, load it up on your PDA or load it up on your home computer, put it on your radio system, and we'd be happy to send that to them.

And then we would run that on our own server. We have a demo server. And so they can get the real experience, and they run it through our server in southern Indiana. And it's a lot of fun, and they could talk to me, you know, by just pushing the button on their PDA or pressing the spacebar on their computer.

JOHN HRASTAR: So someone could actually try this out and then figure out if they like it or not and then maybe start with the hosted model and go from there?

JOHN REARDON: That's right. That's right. And that's really how we do it is we say, "Hey, try it. See if you like it. Call us if you have any questions." And it kind of sells itself once people see how easy it is. I'm not a technology guy, as you know. I'm an attorney, you know. But even I can use it.

JOHN HRASTAR: Yeah. Are you hiring anyone in this area, or just out in Indiana?

JOHN REARDON: We are hiring primarily software people in Indiana.

JOHN HRASTAR: Okay. So anyone who's listening online or wants to move to Indiana, I'm sure you're getting -- you're looking for some good people with that kind of growth.

John, we are out of time. There's actually a whole bunch more questions I have, but we're running out. So I appreciate your coming in. Thanks a lot.

It's been interesting.

JOHN REARDON: Thank you, John. It's been a lot of fun.

JOHN HRASTAR: Yeah. And if you want to listen to this show -- hopefully, we're going to get the bugs worked out and we'll get the recordings up -- you can go to podcast.intersource.net.

You can also go to our news and information site at info.intersource.net and read articles that we've posted. I just put one up about the 11 issues that if you're a baby boomer business owner looking to sell your company, you're going to have that are not the same issues that -- it's not your father's transaction.

So go check that out, and we'll be back next week with another show on Business Destiny, Talk Radio, 570 AM.

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(Whereupon, the interview was concluded.)